



BUILDING AMERICA®

May 24, 2017

The Ties That Bind a Nation: Union Pacific



OUR MISSION

The men and women of Union
Pacific are dedicated to serve.

OUR VALUES

Focus on performance
Ensure high ethical standards
Work as a team



2016 Fast Facts

Operating Revenue: **\$19.9 B**

Route Miles:
32,100 in 23 States

Employees: **42,900**

Annual Payroll: **\$4.1 B**

Customers: **10,000**

Locomotives: **8,500**



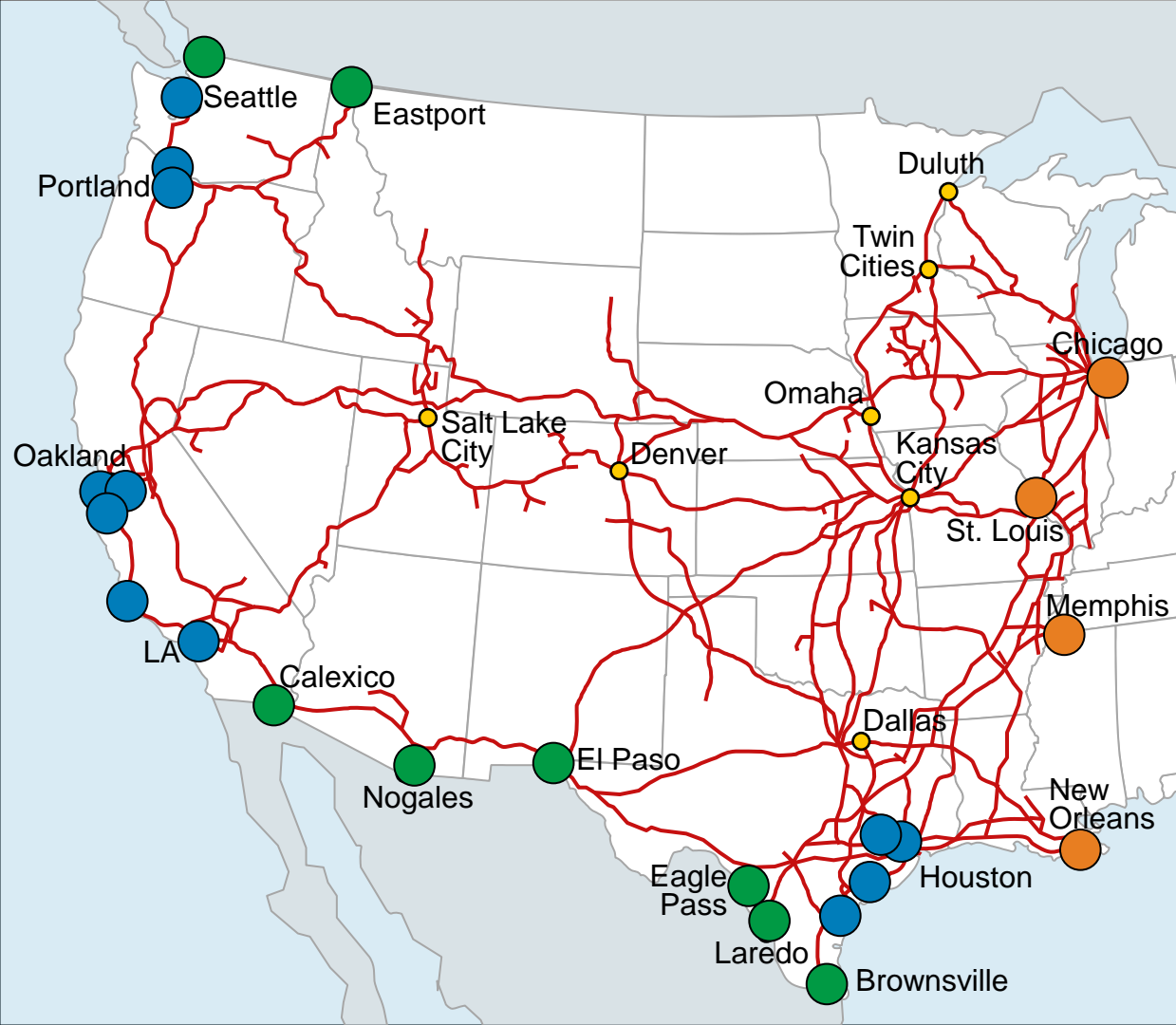


Strength of a Unique Franchise

● Port Access

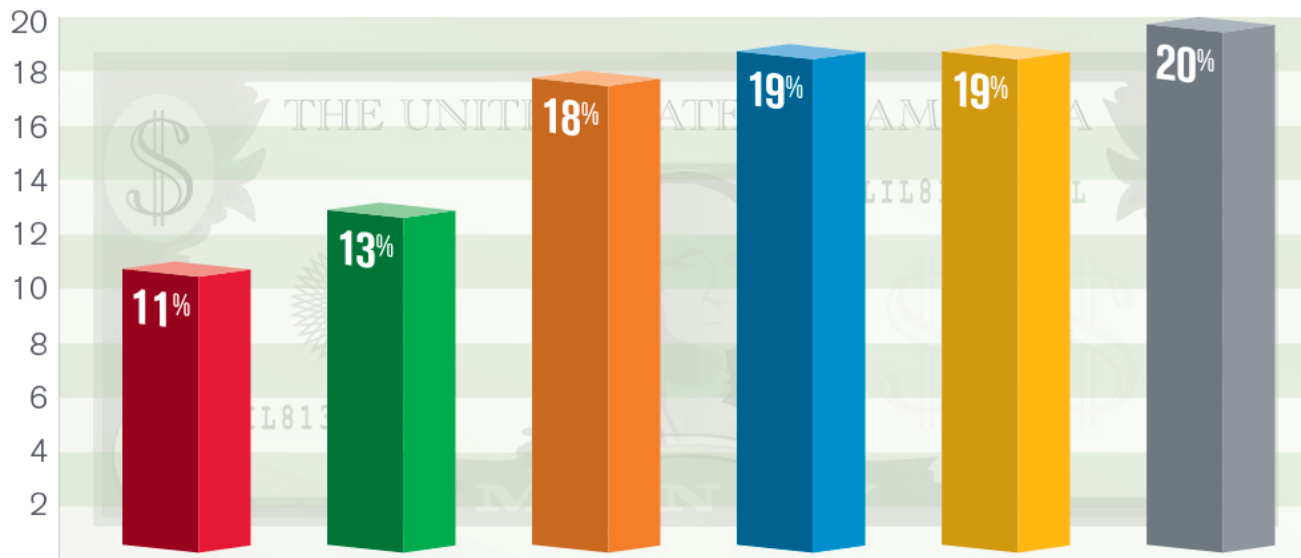
● Border Crossings

● Eastern Gateways



2016 Business Mix

by Freight Revenue \$18.6 Billion



Percentage of \$18.6 Billion Freight Revenue



Auto



Coal



Industrial



Chemical



Agriculture



Intermodal



2016 Union Pacific in California

Miles of Track: **3,291**

Annual Payroll: **\$414.3 M**

In-State Purchases: **\$231 M**

Capital Investment: **\$230.1 M**

California Employees: **4,450**

Placer County Employees: **1,166***

U.S. Jobs Supported: **40,050**

Community Giving : **+ \$1.6 M**

Charitable Organizations: **Nearly 400**





J.R. Davis Yard



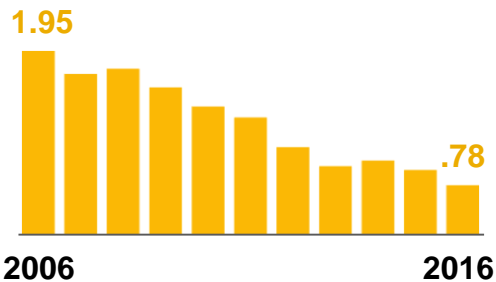
Largest Rail Facility on the West Coast

- **\$142 M** State of the Art Facility.
- **915** acres
- **55** bowl tracks
- **50 miles** of track constructed around local area
- More than **86 miles** of new track
- **6,500** rail car capacity
- **1,800 – 2,300** cars per day classification ability
- **New repair facility**
- **2 main lines**

Safety is Top Priority

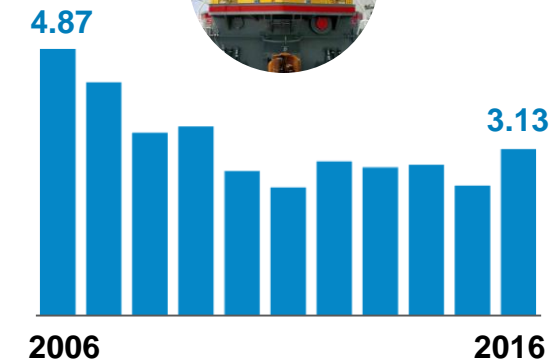


↓ **60%**
EMPLOYEE



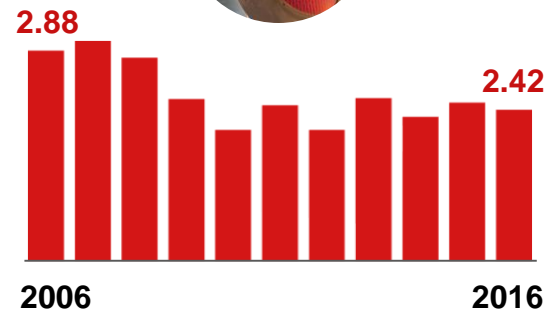
Reportable Injuries
Per 200,000 Employee Hours

↓ **29%**
RAIL EQUIPMENT



Reportable Rail Equipment Incidents
Per Million Train Miles

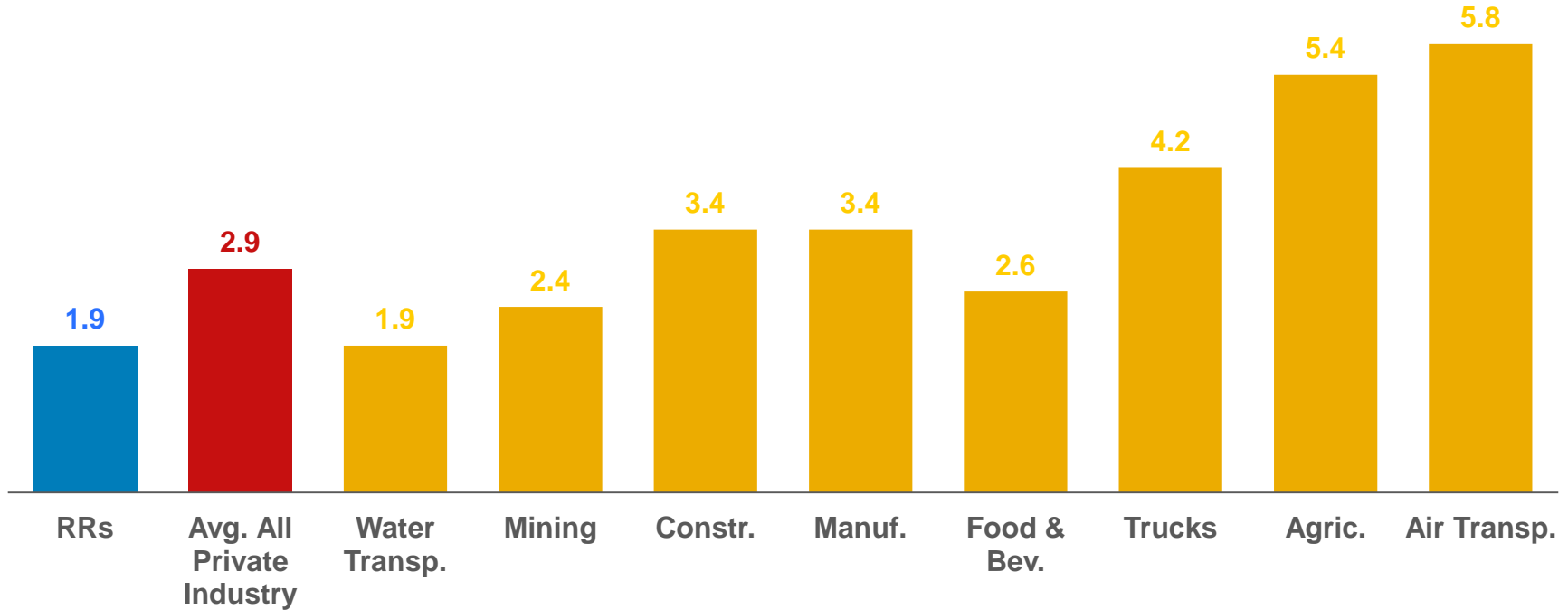
↓ **16%**
CROSSING



Crossing Accidents
Per Million Train Miles

Rails Are One of America's Safest Industries

Injuries and illnesses per 100 Full-time Employees, 2015



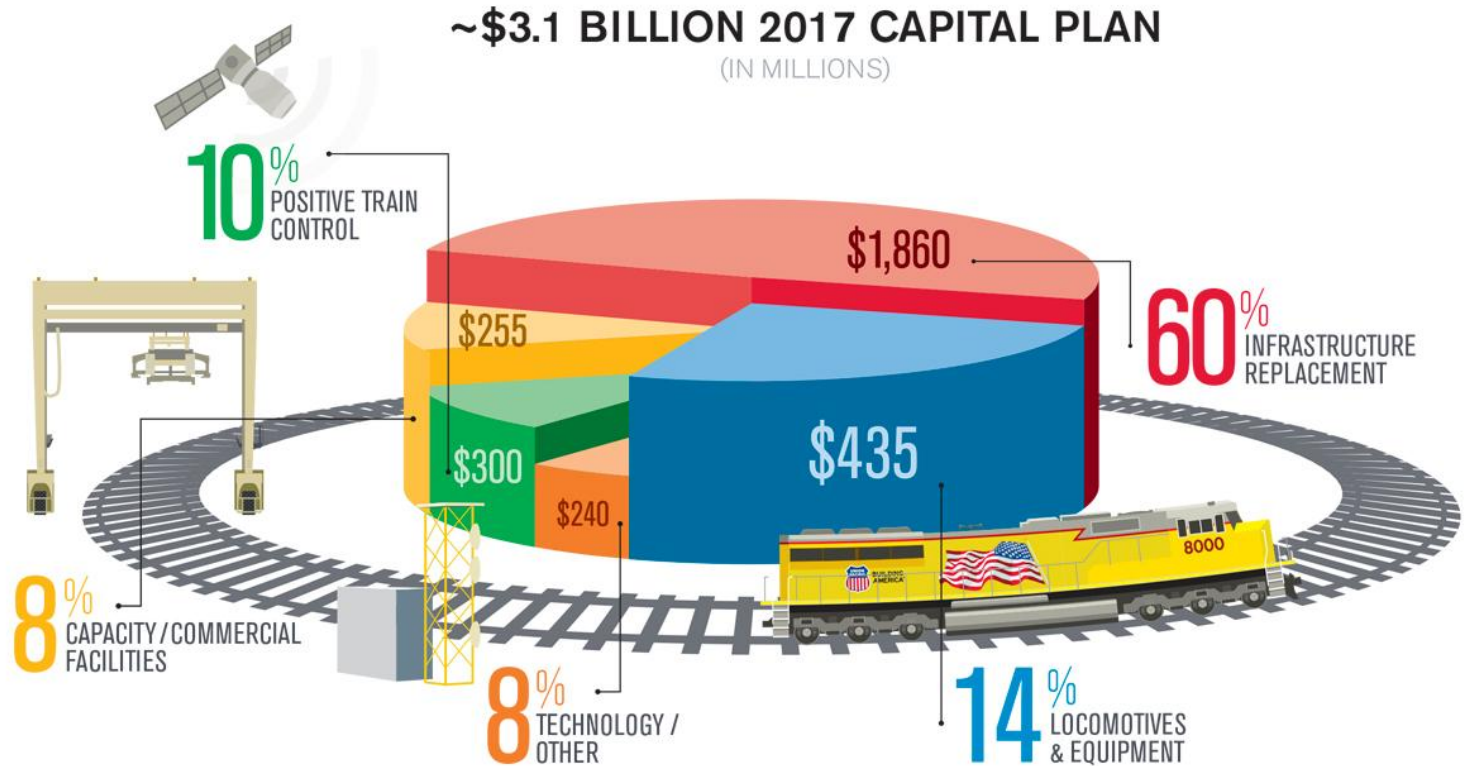
Game Changer

Union Pacific: Industry Pioneer in Rail Technology



LONGER

Strengthening the Franchise



*In millions. Includes cash capital, leases and other non-cash capital.

Armour Yellow Outside Green Inside



- One train takes several hundred trucks off congested highways
- Rail is almost four times more fuel efficient than trucks
- UP can haul one ton of freight 452 miles on one gallon of diesel fuel



Sacramento-Roseville 3rd Main Track

Funded - \$79M



Capitol Corridor Infrastructure Requirements:

- ~7 miles of 3MT
 - MP 98.7 to 106.5
- Lathrop Wye connection
- JR Davis Yard Access Improvements
- Roseville Amtrak station improvements and layover tracks
- 2 additional Capitol Corridor round trips between Sacramento and Roseville (one today)

Status:

- Funded \$79M, awaiting agreements





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Questions?